

Message Text

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PAGE 01 BERLIN 09390 310803Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----049631 310810Z /14

R 300816Z DEC 77
FM AMEMBASSY BERLIN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6348
AMEMBASSY VIENNA

UNCLAS BERLIN 09390

VIENNA FOR TRADE FAIR SUPPORT OFFICE

E.O. 11652: N/A
TAGS: BEXP, XG, GE
SUBJECT: PROPOSED FY '79 TRADE PROMOTION EVENT SCHEDULE

REF: (A) STATE 255264, (B) USDOC 22353(NOTAL)

1. EMBASSY IS PLEASED TO HAVE AN OPPORTUNITY TO COMMENT ON PROPOSED FY 79 TRADE PROMOTION EVENT SCHEDULE. AS DISCUSSED WITH USDOC PER REF B, IT IS OUR VIEW THAT INDUSTRIAL ELECTRONICS CONTINUES TO OFFER PROSPECTS FOR EXPANSION OF DIRECT US-GDR TRADE AND PROVIDES SUITABLE THEME FOR LEIPZIG SPRING FAIR, MARCH 11-18, 1979. AS REGARDS REF B BREAKDOWN OF INDUSTRIAL ELECTRONICS INTO COMMUNICATIONS EQUIPMENT, DATA PROCESSING, LASERS, QUALITY CONTROL EQUIPMENT, AND COMPONENTS, WE BELIEVE DATA PROCESSING IS PROBABLY OF LEAST INTEREST AS SHOW THEME, AND WE WOULD LIKE TO DISCUSS COMMUNICATIONS EQUIPMENT FURTHER WITH GDR BEFORE U.S. RESOURCES ARE COMMITTED TO THAT CATEGORY. WE NOTE FROM REF A THAT BUCHAREST IS TO GET "INDUSTRIAL ELECTRONICS (EXCLUDING MEDICAL EQUIPMENT)" IN OCTOBER 1978 AND MOSCOW "AUTOMATION OF PRODUCTION PROCESSES" IN JUNE 1979. PROCESS CONTROL REMAINS OF GREAT INTEREST IN THE GDR, AND IN OUR VIEW
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AN INDUSTRIAL ELECTRONICS SHOW WITH HEAVY EMPHASIS ON AUTOMATION AND EXCLUSION OF MEDICAL EQUIPMENT WOULD BE VERY SUCCESSFUL.

2. "INDUSTRIAL WELDING" TSS IN NOVEMBER 1978 AND "CONTAINERIZATION" TSS FEBRUARY 1979 ARE BOTH RESPONSIVE TO PREFERENCES ARTICULATED BY GDR. WE CONCUR IN THESE

THEMES, REMINDING BEWT HOWEVER, THAT WE DO NOT HAVE FORMAL AGREEMENT OF GDR TO THOSE TSS PLANS.

3. WE HAVE RESERVATIONS ABOUT "FERROUS METALS PROCESSING EQUIPMENT" TSS PROPOSED FOR JUNE 1979. ON THE BASIS OF SUGGESTIONS PROVIDED US BY GDR IN JULY (BERLIN 6426), WE BELIEVE THAT THE GDR WOULD HAVE GREATER INTEREST IN PROCESSING EQUIPMENT FOR NONFERROUS METALS. IN THIS CONNECTION THE GDR HAS INDICATED SPECIFIC INTEREST IN ROLLING MILL EQUIPMENT, MILLING AND METALWORKING MACHINERY FOR COPPER AND BRASS, AND HYDRAULIC EXTRUSION PRESSES FOR LIGHT METALS AS WELL AS IN THE SOMEWHAT RELATED AREA OF RECOVERY ALUMINUM, COPPER AND TRACE ELEMENTS FROM LOW QUALITY ORES. WE WILL, HOWEVER, ATTEMPT TO ELICIT GDR REACTION BY END OF JANUARY TO FERROUS METALS PROCESSING PROPOSAL. BOLEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Disposition Comment:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780004-0197
Format: TEL
From: BERLIN
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t1977125/aaaaadum.tel
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Litigation History:
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 255264
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 215982
Secure: OPEN
Status: NATIVE
Subject: PROPOSED FY '79 TRADE PROMOTION EVENT SCHEDULE
TAGS: BEXP, XG, GC
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/7588e002-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009